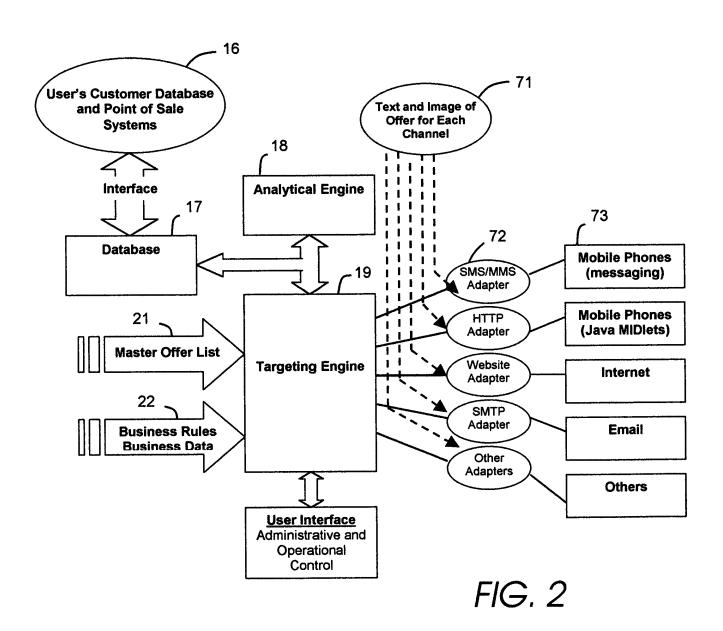


FIG. 1



	OFFER PROBABILITY/SCORE							
	offer-1	offer-2	offer-3	offer-4				
customer-1	0.006	0.002	0.004	0.009				
customer-2 customer-3 customer-4	0.007	0.011	0.02	0.001				
	0.009	0.001	0.003	0.002				
	0.004	0.003	0.002	0.005				

FIG. 3

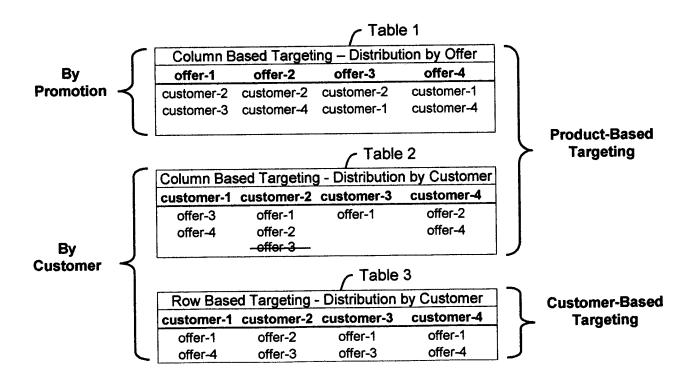


FIG. 4

High-Precision Customer-Based Targeting by Individual Usage Statistics Wasserman et al. 167.001

4/10

ſ	Market Basket Transaction Database								
	Customer	SKU	Basket ID	Quantity	Total Price				
ļ	1001	32	2001	1	\$2.49				
26 🗸	1001	37	2001	3	\$3.57				
Ī	1001	 36	2002	4	\$5.00				
Ī	1001	42	2002	1	\$16.50				
	1001	32	2002	4	\$5.60				
	1001	33	2002	4	\$4.98				
~-	1001	33	2003	1	\$2.49				
27	1001	20	2003	2	\$2.88				
28 🖳	1001	 36	2003	1	\$1.25				
	1001	- 36	2004	1	\$1.25				
	1001	35	2004	1	\$2.88				

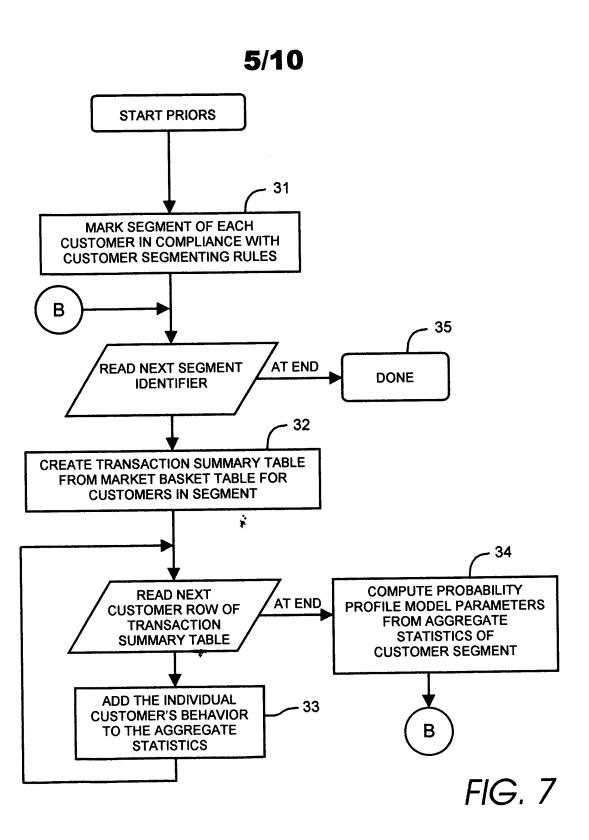
FIG. 5

ſ	Transaction Summary Table								
ŀ	Customer	Baskets		32,37	33,36,42	34	35,36	37,42	• • •
	1001	4		2	3	0	3	2	• • •
29			-						

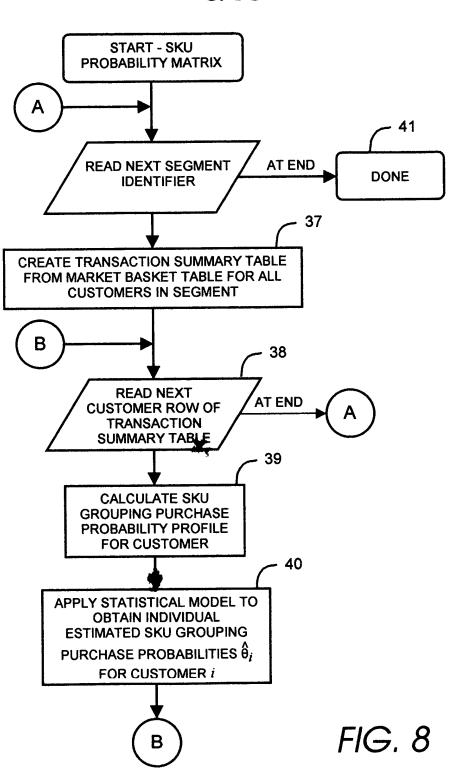
FIG. 6A

SKU Grouping Probability Profile, Customer X								
SKU Grouping	T	32,37	33,36,42	34	35,36	37,32	• • •	
Probability	┼	0.5	0.75	0	0.75	0.5	• • •	

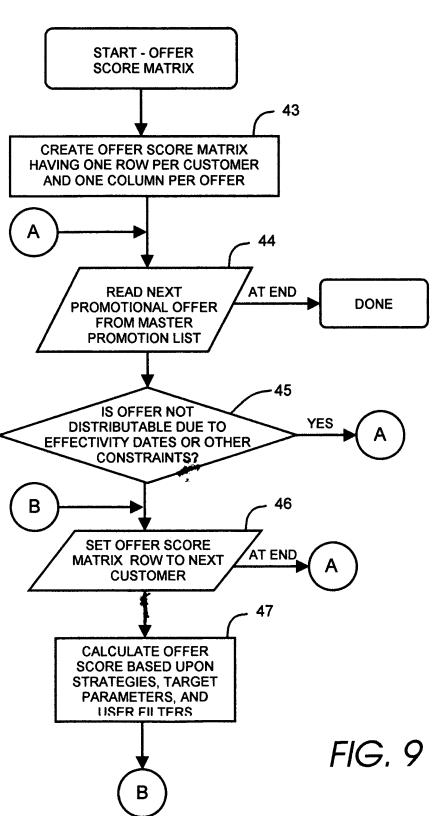
FIG. 6B





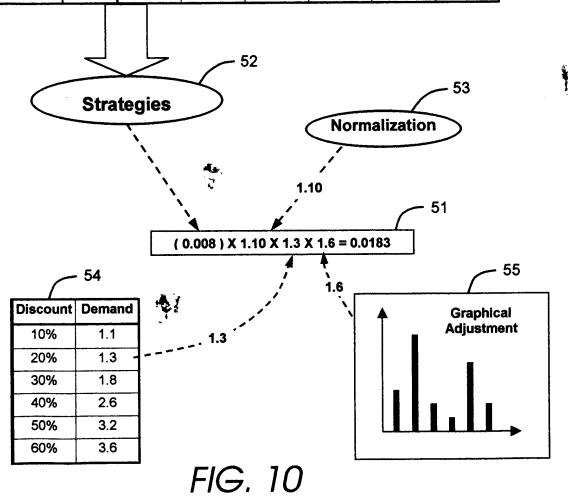


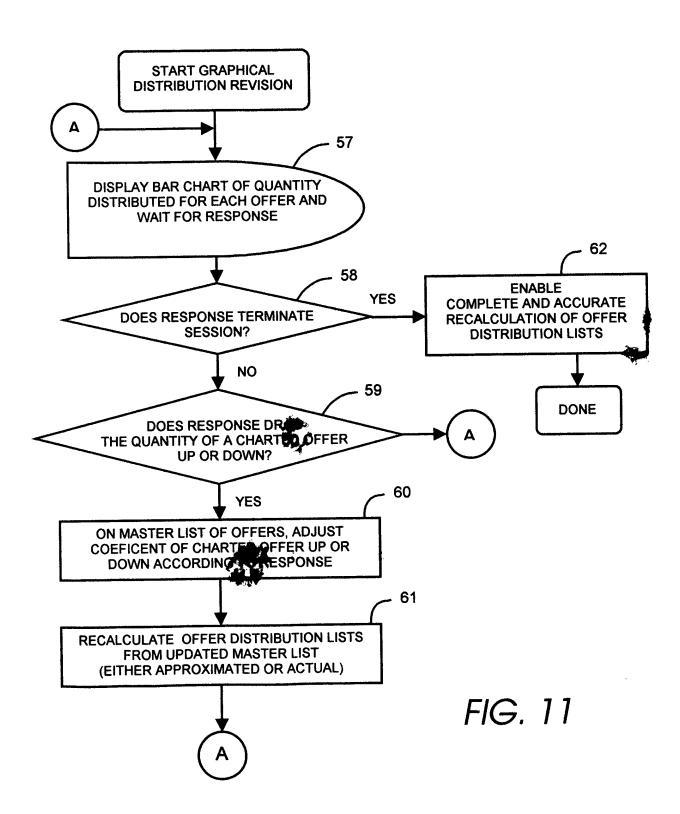




TRANSACTION SUMMARY TABLE

Customer	Baskets	SKU-1	SKU-2	SKU-3	SKU-4	SKU-5	SKU-6
1001	35	12	3	4	0	2	8
1002	10	3	1	2	1	0	3
1003	21	6	1	2	2	1	6
1004	26	5	4	4	2	0	7
1005	11	2	0	0	1	0	3





High-Precision Customer-Based Targeting by Individual Usage Statistics Wasserman et al. 167.001

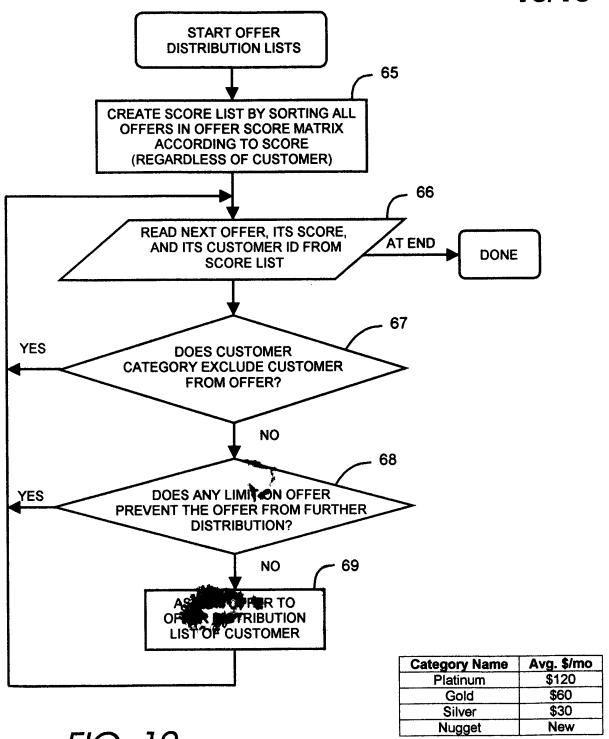


FIG. 12

FIG. 13